To: DDA:MSMAIL=RJRWS/WSEXCH/FITZGED; O=RJREM; P=WSX400; A=RJR; C=US
From: McHugh, Michael
Posted: 7/2/98 14:13
Opened: 7/6/98 9:07
Subject: FWRD: KLEIN CANDY - RJR PRODUCT/ NYDOC

mjm

Don:

See the attached information from Art Groll.

Mike

========== <Forwarded Letter> ==========
From: Groll, A P.
To: MCHUGHM
Subject: KLEIN CANDY - RJR PRODUCT/ NYDOC
Posted: 07/02/98 00:47
Priority: Normal Priority

Dear Mark,

Attached is a copy of Brian Condel's letter to Ed Lepkowski of the DOC stating Klein's "inability" to ship RJR product because we will not price protect.
While Lepkowski wants to continue purchasing our brands, he is unwilling to disrupt his relationship with Klein by forcing this issue. He relies on Klein for
"favors" (payment grace periods, unscheduled deliveries, etc.) and considers them "the best cigarette supplier the city ever had". Lorillard and B.A.T. both
offer per carton payments, so the DOC will not suffer financially by substituting their brands for ours. I will see Lepkowski again next week and will advise you
if this situation changes.

Sincerely,
Artie

CC: 1200 - New York Region (SCULLYA)

51847 8014

Source: https://www.industrydocuments.ucsf.edu/docs/gygy0000